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Message Text

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41
ACTION AF-18

INFO OCT-01 EUR-25 ISO-00 EB-11 XMB-07 AID-20 DRC-01 RSC-01

/084 W
---------- 101912
R 240920Z JUL 74
FM AMEMBASSY LIBREVILLE
TO SECSTATE WASHDC 5625
USDOC WASHDC
INFO AMEMBASSY ABIDJAN
AMEMBASSY PARIS
AMEMBASSY THE HAGUE
AMEMBASSY YAOUNDE

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E.O. 11652: N/A
TAGS: BEXP, ETRN, GB
SUBJ: TRANSGABON RAILROAD

USDOC FOR STEPHEN CONGER

ABIDJAN FOR REDSO/WA

YAOUNDE FOR RDO

DEPT PASS EXIM FOR MALLOY

REF: A. STATE 154728; B. LIBREVILLE 873; C. ABIDJAN 5913

1. BY HIS FIRST-RATE PERFORMANCE, BERGIER HAS DEMONSTRATED IMPORTANCE AND DESIRABILITY OF HAVING U.S. REP ON MRCE. NOT ONLY WAS HE ABLE TO SUPPORT OUR IMMEDIATE INTERESTS BUT ALSO HIS PRESENCE GAVE CLEAR NOTICE U.S. WILL MAINTAIN CONTINUED ACTIVE INTEREST IN U.S. FIRMS' PARTICIPATION IN TRANSGABON PROJECT.

2. EFFECTIVE USE OF U.S. EXPERTS TIME ON MRCE PRESUMES, HOWEVER, AN AMERICAN COMMERCIAL INTEREST TO DEFEND AND
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RPOMOTE. AS M-K AND NELLO TEER ARE NOT BIDDING FOR CON-

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STRUCTION LOT 3 TO BE OPENED JULY 29, EMBASSY SEES NO
NEED FOR USG PARTICIPATION AT THAT TIME ON MRCE.

3. AMERICAN COMMERCIAL INTERESTS IN OWENDO-BOOUE LEG
ARE TAMS, GE AND CATERPILLAR. LATTER IS VERY ACATIVE IN
PROMOTING SALE OF 100-150 PIECES OF HEAVY EQUIPMENT TO
BE USED IN RAILROAD CONSTRUCTION. LOCAL CATERPILLAR
REP HAS ORDERED FOR SPRING 1975 DELIVERY OVER 100 PIECES
EQUIPMENT, CONTACTED PRESELECTED CONSTRUCTION FIRMS AND
BELIEVES BECAUSE OF CLEAR SUPERIORITY CATERPILLAR WILL
GET BUSINESS. CATERPILLAR'S COMPETITION WILL BE KOMATUSU
(WHICH USES AMERICAN-MADE ENGINES AND SOME PARTS) AND
ALLIS CHALMERS.

4. REF B POINTED OUT GOG WILL SOON FOCUS ON BOOUE-
FRANCEVILLE LEG OF TRANSGABON. EMBASSY KNOWS OF NO OTHER
FIRM OFFER FOR SECOND LEG EXCEPT THAT OF MORRISON-KNUDSEN.
WE BELIEVE THAT WHEN PRICE FOR SECOND LEG DISCUSSED GOG
WILL DISCOVER HOW GOOD ORIGINAL M-K OFFER WAS. THIS
REALIZATION STRENGTHENED BY EMBASSY REPRESENTATIONS COULD
MAKE M-K PRIME CONTENDER FOR WINNING SECOND LEG OF
CONTRACT.COUNTRYMAN

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